

## TRUCKS BIG FACTOR IN RECONSTRUCTION

W. L. Kissel Says They Are  
Most Efficient for Short  
Hauls.

MacL.  
That a large amount of the recon-  
struction work now under way or to be  
undertaken in the future will be done  
by motor trucks is the prophecy of W.  
L. Kissel, secretary-treasurer of the  
Kissel Motor Car Company.

"When changing our factory from  
regular production to war work it was  
found necessary that steps be taken to  
insure prompt delivery of raw materials,  
parts, tools, &c., from other plants lo-  
cated at some distance. To make such  
deliveries regularly and on schedule  
time that would permit full efficiency to  
the factory it was found impossible to  
depend upon either express or freight  
service as furnished by the railroads.  
Motor trucks were pressed into service  
for transportation of materials within  
a range of fifty to sixty miles.

**Two Kinds of Tires Used.**  
These trucks were equipped with  
large pneumatic truck tires in front and  
solid dual tires in the rear, the latter  
being used for the reason that pneu-  
matic tires of proper dimensions had  
not been developed at the time. These  
tires permitted a speed better than that  
which could be maintained on solid  
tires, and the mileage secured was  
shown to be much better. After 10,000  
miles the pneumatic tires are still in  
good condition. The original casings  
are still in use and the spare tire fur-  
nished with the truck has never been  
removed from its compartment. The  
rear tires were changed at about 7,000  
miles.

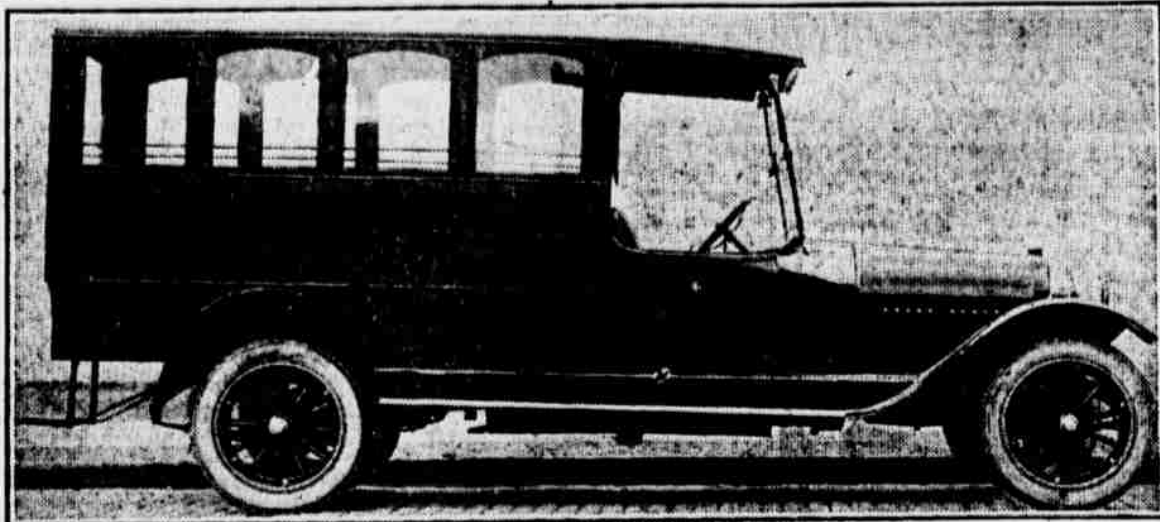
"The truck used on this work hauled  
a load of from three to four tons in  
each direction every day, while the ex-  
press service would require two or three  
days with occasional delay and incon-  
venience at a time the highest efficiency  
was essential. In addition to the de-  
lay it was of course necessary to do  
extra hauling at each end of the route  
making delivery to and from the express  
office.

"The cost of this transportation after  
figuring all operating expense and de-  
preciation on the truck has been shown  
to be less than what it would have cost  
to make the same shipment by rail.

**Truck Most Efficient.**  
"This experiment with motor trucks  
shows that express service within a dis-  
tance of about 100 miles can be more  
efficiently given by the truck than in any  
other way.

"It is reasonable to assume, there-  
fore, that in the work of reconstruction

## Speedy and Roomy Velie Hospital Omnibus



The Velie Motors Corporation is one  
of the few concerns which make a spe-  
cial ambulance chassis. That this spe-  
cial chassis is a success is borne out by  
the Brooklyn State Hospital, which has  
been using an ambulance built on one  
of these Velie 122 inch wheelbase cham-  
assis for some time past, with perfect suc-  
cess. This chassis was designed by the  
same engineers that have made the  
Velie Six famous the world over.

and in resuming peace time commerce  
the motor truck cannot be dispensed with,  
but will have proved its efficiency and  
economy so conclusively that this mode  
of transportation will be rapidly ex-  
panded in all lines of business.

"There is little doubt that within the  
next few years practically all of the more  
important centres will be connected by  
motor—express and freight lines—making  
regular trips on definite schedule,  
with an established rate for transporta-  
tion.

"It will not be long before the rural  
communities will be served by motor  
trucks that will bring their produce to  
market and return merchandise to the  
farmer, and the daily appearance of the  
express truck will be looked forward to  
as the rural mail car is to-day. These  
two fields alone will absorb an enormous  
number of motor trucks, and the addi-  
tional transportation required by the ex-  
pansion in every line of business assures  
an unprecedented volume of truck busi-  
ness."

The requirements of a hospital am-  
bulance are exacting, to say the least.  
High speed travelling necessitates a  
chassis that is built so as to stand more  
than ordinary wear and tear. It is the  
acid test of anything turned out in the  
automotive world. Trustworthiness is  
the deciding factor in the purchase of a  
chassis for this purpose.

The motor is six cylinder—no over-  
heating regardless of speed. The axles

are Timken. Every specification is stand-  
ard and the best for its purposes. The  
chassis equipment is complete, with spe-  
cial 162 inch wheelbase, ready for the  
attaching of any body desired.

The name Velie has always been  
linked with reliability in the automobile  
world; a reputation has been estab-  
lished that they cannot afford to sacri-  
fice, and which forms the strongest  
guaranty possible to the man in need  
of a car or truck.

factually that the highways are now gen-  
erally considered the vital link in better  
and cheaper distribution.

Good roads spreading throughout the  
country can deal with high cost of living  
a vital blow—and that fact is being gen-  
erally understood.

The hard learned lessons of war time  
have advanced motor transportation fur-  
ther than years of peace—good roads  
and cheaper distribution is now a public  
demand throughout the nation.

**356 REPEAT ORDERS  
IN ONLY 3 WEEKS**

**Autocar Company Finds Arm-  
istice Brought Increase of  
Business Equipment.**

That business houses are building up  
equipment to take care of the good times  
coming is the keynote of the Autocar  
Company's published statement that in  
the nine weeks following the signing of  
the armistice three hundred and fifty-six  
different business houses placed repeat  
orders for Autocar motor trucks.

The need of equipment especially for  
transportation is very general, and as  
buyers are seeing that a generally lower  
level of prices is not in sight they are  
covering their needs at once.

The war burned into the minds of all  
the absolute necessity of the motor truck  
—the highways, inadequate as they now  
are, took most of the short haul burden  
from the railroads; and did so satis-

factorily that the highways are now gen-  
erally considered the vital link in better  
and cheaper distribution.

Good roads spreading throughout the  
country can deal with high cost of living  
a vital blow—and that fact is being gen-  
erally understood.

The hard learned lessons of war time  
have advanced motor transportation fur-  
ther than years of peace—good roads  
and cheaper distribution is now a public  
demand throughout the nation.

**SELDEN OFFICERS HERE.**

President Gordon and Other Ex-  
ecutives at Motor Show.

The following officers from the home  
office of the Selden Truck Sales Com-  
pany, Rochester, are attending the show:  
George C. Gordon, president; Major  
William C. Barry, vice-president; Hal T.  
Boulton, vice-president and sales direc-  
tor; Robert H. Salmon, vice-president;  
John Coleman, assistant general man-  
ager, manufacturing division, and C.  
Henry Mason, advertising counsel.

The headquarters of the home office  
of the Selden company are at the Elit-  
more Hotel. Selden trucks are handled  
in New York city by the Manhattan Mo-  
tors Corporation, 238 to 256 West Nine-  
teenth street.

## NEW DENBY 27 IS HEAVY DUTY TRUCK

Rated at 3 1-2 Tons Capacity,  
but Main Units Are of 5  
Ton Type.

Enter model 27, the newest creation  
of the Denby Motor Truck Company of  
Detroit, a heavy duty commercial  
vehicle, the builder of which sees for it  
a distinct place in the business scheme  
of the world.

This model is rated 1,000 pounds, or  
1 1/2 tons capacity, but significant in its  
construction is the fact that the ma-  
jority of units are recognized five ton  
units—motor, transmission, clutch, radi-  
ator, &c. Serviceability and lasting  
quality are logical sequences of such far  
sightedness on the part of the maker,  
whose plans call for an unusual pro-  
duction for a truck of the rated capacity  
of this powerful carrier of burdens.

"For two years we have been work-  
ing to a point where we could produce  
this type of truck to complete our line,"  
is the explanation of Garvin Denby,  
president of the company. "The ques-  
tion was whether to build a light truck  
or one of the specifications of the '27',  
and after exhaustive tests we decided in  
favor of the more costly of the two be-  
cause of its wonderful attainments in  
hard going.

"To give the new 3 1/2 ton truck a test  
that would enable the engineering de-  
partment to eliminate all of the 'bugs'  
in the experimental models we shipped  
them to Oregon, where for three months  
they hauled wheat. The trip was through  
hub deep sand, the steep grades and  
down hills, which thoroughly tested both  
power and control. Harder work could  
not have been assigned, the performance  
with overload being such that the per-  
fected '27', to my mind, is the ideal, a  
rotatable triumph of engineering skill and  
manufacturing precision."

Like others of the Denby line, the  
new model incorporates nothing experi-  
mental, nothing that can figure in a  
comeback.  
A feature that will be appreciated  
among users is the variable frame length  
that can be supplied, so that this truck  
is adapted to any class of body from the  
long vans to the compact dump bodies.  
The loading space is as great as that  
of a five ton truck and the speed of the  
'27' is far greater.

## COLE & DIXON, Inc.

236 West 54th Street

have been appointed Metropolitan Distributors of



Manufactured by  
The United States Motor Truck Co., Covington, Ky.

## On Exhibition at the Motor Truck Show

Space M4 Madison Square Garden

also at the following combined branch  
showrooms and service stations:

Brooklyn, N. Y.  
900 Bedford Ave.

Jersey City, N. J.  
535 Communipaw Ave.

New York Service Station:  
615 West 56th St.

Newark, N. J.  
17 Front Street.

Albany, N. Y.  
204 Washington Ave.

Warehouse:  
609 East 19th St., N. Y.

## As good for your radiator as oil for your engine

That's the wonderful thing about PYRO  
Alcohol—it not only gives certain protec-  
tion from freezing but is actually good for  
the car's cooling system—water jacket,  
radiator, pump and connections.

These are the compelling reasons why the Government  
uses PYRO in the Army, Navy and Post-office motors.

And these are the very same reasons why you should  
make sure you get PYRO when you buy a non-freeze.  
**Warning:** Most chemical non-freezes on the market  
are based on calcium chloride. Of these the U. S. Bureau  
of Standards warns: "Calcium chloride compounds  
should be used with caution if at all, on account of their  
corrosive action."

PYRO is on sale at garages and filling stations, grocery and  
department stores, druggists, and paint and hardware stores.

### How To Use PYRO

1. Determine capacity of radiator in gallons
2. Fill radiator with water.
3. Draw from radiator enough water and substitute same quan-  
tity PYRO to meet following conditions:

16 2/3% Solution—1 part PYRO and 5 parts water will not freeze at 20 above zero.  
20% Solution—1 part PYRO and 4 parts water will not freeze at 10 above zero.  
25% Solution—1 part PYRO and 3 parts water will not freeze at zero.  
33 1/3% Solution—1 part PYRO and 2 parts water will not freeze at 10 below zero.  
50% Solution—1 part PYRO and 1 part water will not freeze at 25 below zero.

When necessary to replenish, use a mixture of 1 part water and  
4 parts PYRO.

PYRO also makes a  
wonderful cleaner for  
windshields and  
windows, as it does  
not freeze on the  
glass. Also an eco-  
nomical fuel for  
chafing dishes, spirit  
lamps, percolators,  
etc.

# PYRO

## ALCOHOL

Protects your Car  
—from Freezing  
—from Repair Bills due to Corrosion



U. S. INDUSTRIAL ALCOHOL CO., 27 WILLIAM STREET, NEW YORK

**Why is it that Garford owners  
buy Garfords when they  
need additional trucks?  
You can find out at the Gar-  
ford Auto Show Exhibit.**

**"Users Know"**

**Garford Motor Truck Co., Inc.**

427 W. 42d St. PHONE BRYANT 8530 NEW YORK CITY

NEWARK, N. J. BROOKLYN, N. Y.  
Show Rooms and Service Station. Sales and Service Station.  
330 Central Ave. Phone Market 7929. 407 Third Ave. Phone South 5909.

The Garford Motor Truck Company, Lima, Ohio  
Motor Trucks of all Capacities  
Distributors and Service Stations in all principal cities

**See the Garford Complete Line at the Auto Show**

Sixty-ninth Regiment Armory